REGION II - CAPITAL

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JUNE 30, 2000

Year 2000 Credit Union Financial Trends

State	Date	Signature Loans	Sign. Loan Growth		Auto Loan Growth	New Autos	New Auto Growth	Used Auto	Used Auto Growth	1st Mortgage FR	1st Mortgage FR Growth	1st Mortgage Adj Rate		Other Real Estate Loans	Other Real Estate Loan Incr.
Percentage chan		nnualized.													
Federally Insured	t														
DC															
	Dec-96	\$448,494,175		\$405,440,973		\$294,434,641		\$111,006,332		\$66,520,037		\$376,146,723		\$185,947,734	
	Dec-97	\$435,493,608	-2.9%	\$428,276,607	5.6%	\$298,537,774	1.4%	\$129,738,833	16.9%	\$70,624,365	6.2%	\$416,059,709	10.6%	\$187,703,821	0.9%
	Dec-98	\$433,706,916	-0.4%	\$456,200,362	6.5%	\$297,430,097	-0.4%	\$158,770,265	22.4%	\$86,166,125	22.0%	\$438,707,177	5.4%	\$175,925,300	-6.3%
	Dec-99		0.4%	\$496,672,690	8.9%	\$324,456,265	9.1%	\$172,216,425			17.4%	\$545,844,438	24.4%	\$192,541,939	
	Jun-00	\$430,555,946	-2.3%	\$540,023,651	17.5%	\$353,738,354	18.0%	\$186,285,297	16.3%	\$153,297,907	103.2%	\$560,832,586	5.5%	\$213,585,101	21.9%
DE															
	Dec-96			\$170,608,227		\$108,790,388		\$61,817,839		\$54,469,058		\$22,287,772		\$102,097,261	
	Dec-97		7.0%	\$177,915,599	4.3%	\$116,360,700	7.0%	\$61,554,899			20.5%	\$22,146,846	-0.6%	\$110,619,538	
	Dec-98		3.7%	\$191,644,593	7.7%	\$115,861,960	-0.4%	\$75,782,633			11.4%	\$18,264,055	-17.5%	\$132,262,986	
	Dec-99 Jun-00		7.7%	\$204,451,075 \$216,633,436	6.7% 11.9%	\$121,211,191 \$125,024,156	4.6% 6.3%	\$83,239,884 \$91,609,280	9.8% 20.1%		16.1% -14.1%	\$19,999,753 \$27,036,584	9.5% 70.4%	\$152,786,318 \$166,702,504	
MD	Juli-00	φ120,001,096	-3.9%	φ≤ 10,033,436	11.9%	φ123,024,136	0.3%	φσ1,009,280	20.1%	φ10,014,691	-14.1%	φε1,030,384	70.4%	\$100,702,304	10.2%
	Dec-96	\$1,345,395,680		\$1,395,618,415		\$1,003,235,217		\$392,383,198		\$577,708,293		\$299,886,513		\$573,287,584	
	Dec-97		-3.5%	\$1,514,468,559	8.5%	\$1,036,156,389	3.3%	\$478,312,170			19.3%	\$267,666,594	-10.7%	\$627,403,918	
	Dec-98		-5.1%	\$1,563,969,500	3.3%	\$997,565,370	-3.7%	\$566,404,130			31.8%	\$199,489,685	-25.5%	\$611,110,281	
	Dec-99		-2.2%	\$1,741,393,311	11.3%	\$1,045,942,113	4.8%	\$695,451,198			9.3%	\$218,158,251	9.4%	\$657,679,976	
	Jun-00		-7.5%	\$1,941,450,101	23.0%	\$1,164,687,617	22.7%	\$776,762,484			3.3%		13.4%	\$711,134,272	
NJ															
	Dec-96	\$676,723,430		\$831,429,428		\$583,887,220		\$247,542,208		\$368,868,575		\$273,026,279		\$654,709,741	
	Dec-97		0.4%	\$884,760,069	6.4%	\$585,572,491	0.3%					\$274,681,798	0.6%	\$710,775,106	
	Dec-98		-0.3%	\$836,963,713	-5.4%	\$528,478,633	-9.8%	\$308,485,080	3.1%		26.6%	\$241,249,618	-12.2%	\$734,930,282	
	Dec-99		0.7%	\$829,962,411	-0.8%	\$507,477,764	-4.0%	\$322,484,647	4.5%		24.0%	\$254,580,315	5.5%	\$779,190,624	
	Jun-00	\$664,496,492	-7.5%	\$876,723,778	11.3%	\$538,260,043	12.1%	\$338,463,735	9.9%	\$698,324,832	5.4%	\$290,101,825	27.9%	\$856,962,823	20.0%
PA															
	Dec-96		0.00/	\$2,774,077,005	0.00/	\$1,785,822,119	E 00/	\$988,254,886		\$773,764,551	40.40/	\$262,316,838	4.007	\$1,765,613,801	
	Dec-97		3.2%	\$2,995,769,944	8.0% 0.9%	\$1,880,487,760	5.3%	\$1,115,282,184 \$1,227,779,001	12.9%		10.4%	\$249,713,793 \$232,901,371	-4.8%	\$1,939,204,404	
	Dec-98 Dec-99		0.0% 1.3%	\$3,021,243,285 \$3,231,940,936	7.0%	\$1,793,464,284 \$1,822,662,201	-4.6% 1.6%	\$1,409,278,735			15.7% 21.6%	\$205,891,633	-6.7% -11.6%	\$2,041,624,405 \$2,223,798,908	
	Jun-00		-8.5%	\$3,462,113,976	14.2%	\$1,903,112,456	8.8%				10.0%		22.0%		
VA	oun ou	\$2,011,410,001	-0.576	\$5,40 <u>2,115,516</u>	14.2 /0	ψ1,300,112, 1 30	0.070	ψ1,000,001,020	21.270	ψ1,202,400,220	10.070	\$220,000,112	22.070	\$2,550,012,520	12.170
***	Dec-96	\$3,278,314,348		\$4,327,159,345		\$2,816,027,905		\$1,511,131,440		\$1,772,441,854		\$410,067,601		\$1,779,918,533	
	Dec-97		5.3%	\$4,712,362,407	8.9%	\$2,790,077,933	-0.9%	\$1,922,284,474			2.0%	\$473,454,428	15.5%	\$1,982,395,903	
	Dec-98		6.5%	\$4,922,169,600	4.5%	\$2,675,054,545	-4.1%	\$2,247,115,055	16.9%		25.6%	\$531,061,206	12.2%	\$1,998,748,422	
	Dec-99	\$3,992,912,962	8.6%	\$5,364,631,825	9.0%	\$2,757,348,646	3.1%	\$2,607,283,179	16.0%	\$3,325,314,379	46.4%	\$596,678,702	12.4%	\$2,233,999,359	11.8%
	Jun-00	\$4,154,639,140	8.1%	\$5,788,561,697	15.8%	\$2,965,199,482	15.1%	\$2,823,362,215	16.6%	\$3,379,418,520	3.3%	\$649,423,830	17.7%	\$2,538,881,972	27.3%
REGION II															
	Dec-96			\$10,322,831,078		\$6,874,055,631		\$3,448,775,447		\$3,717,320,503		\$1,667,210,374		\$5,106,585,239	
	Dec-97 Dec-98		0.0% 2.0%	\$10,713,553,185	3.8% 2.6%	\$6,707,193,047	-2.4% -4.5%	\$4,006,360,138	16.2%		5.5% 24.3%	\$1,703,723,168	2.2%		
	Dec-98		4.1%	\$10,992,233,755 \$11,869,349,164	8.0%	\$6,407,854,889 \$6,579,354,042	2.7%	\$4,584,378,866 \$5,289,995,122			24.3% 31.0%	\$1,661,673,112 \$1,841,153,092	10.8%	\$5,694,601,676 \$6,239,997,124	
	Jun-00		0.0%	\$12,829,583,101	16.2%	\$7,052,883,241	14.4%	\$5,776,699,860			6.1%		16.0%		
NATIONAL	oun ou	\$0,004,024,140	0.070	ψ12,023,000,101	10.2 /0	ψ1,002,000,E41	14.470	ψ5,110,055,000	10.470	\$ \$0,502,E42,E41	0.170	ψ1,300,713,701	10.070	\$0,040,010,000	13.470
	Dec-96	\$41,672,520,516		\$85,846,801,670		\$48,841,076,850		\$37,005,724,820		\$28,955,129,432		\$16,665,748,161		\$25,078,694,250	
	Dec-97		2.1%	\$92,891,820,667	8.2%	\$49,387,794,030	1.1%	\$43,504,026,637	17.6%		16.5%	\$18,125,410,167	8.8%	\$28,639,715,175	
	Dec-98		-1.3%	\$96,306,182,713	3.7%	\$47,860,821,348	-3.1%	\$48,445,361,365	11.4%		30.2%	\$17,439,893,237	-3.8%	\$29,406,392,891	
	Dec-99		1.0%	\$106,972,926,513	11.1%	\$52,442,574,243	9.6%	\$54,530,352,270	12.6%		17.9%	\$19,112,184,244	9.6%	\$33,052,715,097	12.4%
	Jun-00	\$41,642,936,272	-3.7%	\$114,973,867,466	15.0%	\$56,567,994,396	15.7%	\$58,405,873,070	14.2%	\$53,717,640,802	7.5%	\$20,906,132,108	18.8%	\$36,842,159,149	22.9%
REGII <\$5m	Dec-96			\$424,199,416		\$272,037,434		\$152,161,982		\$17,778,459		\$2,610,704		\$46,659,498	
	Dec-97		0.3%	\$425,651,316	0.3%	\$260,897,187	-4.1%	\$164,754,129			6.1%	\$3,369,844	29.1%		
	Dec-98		-3.3%	\$419,819,425	-1.4%	\$240,607,002	-7.8%	\$179,212,423	8.8%		-20.4%	\$3,193,595	-5.2%	\$51,192,856	
	Dec-99		-12.5%	\$398,478,831	-5.1%	\$224,330,702	-6.8%	\$174,148,129			-20.4%	\$2,164,994	-32.2%	\$58,093,356	
	Jun-00	\$236,164,413	-9.2%	\$422,816,010	12.2%	\$235,279,258	9.8%	\$187,536,752	15.4%	\$14,170,698	37.0%	\$2,019,844	-13.4%	\$54,287,440	-13.1%
Notional de	Dec 00	£4 222 607 440		\$2.070.770.004		£4 040 000 050		\$1 407 046 000		\$139 con 400		\$00 407 740		\$100 104 000	
National <\$5 m	Dec-96 Dec-97		0.2%	\$3,278,770,321 \$3,401,025,209	3.7%	\$1,840,923,952 \$1.806.483,754	-1.9%	\$1,437,846,369 \$1,594,541,455		\$138,693,426 \$144,797,713	4.4%	\$26,167,712 \$25,617,905	-2.1%	\$126,134,322 \$134,731,866	
	Dec-98		-1.8%	\$3,401,025,209	0.7%	\$1,806,483,754	-1.9%	\$1,594,541,455	8.0%		-4.9%	\$25,345,406	-2.1%	\$134,731,866	
													1.170		
	Dec-99	\$1,156,169,477	-11.1%	\$3,290,316,749	-5.3%	\$1,613,241,583	-5.3%	\$1,677,075,166	-2.6%	\$124,732,618	-9.4%	\$23,260,941	8.2%	\$182,382,886	27.0%

FEDERALLY INSURED CREDIT UNIONS		June 3	0, 2000		June	30, 2000		06/00 12/99		06/00	12/99
SELECT RATIOS	DC	DE	MD	NJ	PA	VA		REGI	ION II	NAT	ION
CAPITAL											
CAPITAL TO ASSETS	13.3%	11.2%	11.2%	11.8%	11.9%	12.1%		11.9%	11.7%	11.7%	11.6%
NET CAPITAL TO ASSETS	12.7%	10.6%	10.4%	11.2%	11.2%	11.5%		11.3%	11.1%	11.1%	11.0%
ASSET QUALITY											
DELINQUENT LOANS TO TOTAL LOANS	0.6%	1.2%	0.6%	0.9%	0.9%	0.5%		0.7%	0.8%	0.7%	0.8%
DELINQUENT RE LOANS (30+ days) TO TOTAL LOAN.	0.2%	0.6%	0.0%	0.4%	0.4%	0.3%		0.7%	0.4%	0.7%	0.3%
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NET LOAN LOSSES TO AVERAGE LOANS	0.4%	0.5%	0.6%	0.4%	0.5%	0.5%		0.5%	0.6%	0.4%	0.5%
EARNINGS											
GROSS INCOME TO AVERAGE ASSETS	7.6%	8.1%	8.2%	7.7%	7.9%	8.3%		8.1%	7.9%	8.1%	8.0%
COST OF FUNDS TO AVERAGE ASSETS	2.9%	3.5%	3.2%	3.0%	3.3%	3.6%		3.3%	3.4%	3.4%	3.4%
NET OPERATING EXPENSES TO AVERAGE ASSETS	2.3%	2.8%	2.9%	3.0%	2.9%	2.6%		2.7%	2.7%	2.7%	2.7%
NET INCOME BEFORE RESERVE TRANSFERS	1.5%	1.0%	1.1%	1.0%	1.1%	1.3%		1.2%	1.0%	1.0%	0.9%
LIQUIDITY											
TOTAL LOANS TO TOTAL ASSETS	60.5%	64.6%	61.8%	56.7%	63.2%	73.0%		66.2%	64.8%	67.3%	66.0%
NET LONG-TERM ASSETS TO ASSETS	19.7%	33.2%	27.4%	29.6%	27.2%	26.7%		27.0%	26.4%	25.4%	24.9%
REAL ESTATE LOANS TO TOTAL LOANS	47.2%	43.0%	37.5%	51.0%	38.9%	36.9%		39.4%	39.0%	38.8%	38.3%
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and the same of th											
GROWTH							1				
EQUITY GROWTH	11.8%	9.3%	9.5%	8.2%	9.3%	11.6%		10.4%	6.6%	9.0%	6.5%
SHARE GROWTH	4.5%	4.9%	6.3%	5.0%	6.7%	7.3%		6.6%	5.2%	7.7%	5.0%
ASSET GROWTH	4.7%	5.5%	6.8%	5.9%	6.1%	7.5%		6.7%	5.0%	7.5%	5.8%
INVESTMENT GROWTH	-5.4%	-4.6%	8.4%	-4.2%	9.6%	3.5%		4.3%	-23.4%	3.4%	-16.7%
LOAN GROWTH	13.0%	10.2%	9.7%	9.8%	8.8%	12.9%		11.2%	10.7%	11.7%	10.5%
SIGNATURE LOAN GROWTH	-2.3%	-3.9%	-7.5%	-7.5%	-8.5%	8.1%		0.0%	4.1%	-3.7%	1.0%
AUTO LOAN GROWTH	17.5%	11.9%	22.7%	11.3%	14.2%	15.8%		16.2%	8.0%	15.0%	11.1%
1ST MORTGAGE LOAN GROWTH - FIXED-RATE	103.2%	-14.1%	3.3%	5.4%	10.0%	3.3%		6.1%	31.0%	7.5%	17.9%
1ST MORTGAGE LOAN GROWTH - ADJ. RATE	5.5%	70.4%	13.4%	27.9%	22.0%	17.7%		18.8%	10.8%	18.8%	9.6%
OTHER REAL ESTATE LOAN GROWTH	21.9%	18.2%	16.3%	20.0%	12.1%	27.3%		19.4%	9.6%	22.9%	12.4%
MODELLANGOVA											
MISCELLANEOUS		40	407	000	700			4.500	4.040	40.470	40.000
NUMBER OF CREDIT UNIONS	77	42	127	289	789	262		1,586	1,610	10,479	10,630
NUMBER OF CREDIT UNIONS UNDER \$5 MILLION	33	16	47	162	428	126		812	833	4,355	4,511

	06/00	12/99	06/00	12/99	06/00	12/99
SELECT RATIOS	D	C	REG	ON II	NAT	ION
CAPITAL TO ASSETS	13.3%	12.8%	11.9%	11.7%	11.7%	11.6%
NET CAPITAL	12.7%	12.2%	11.3%	11.1%	11.1%	11.0%
LOANS TO ASSETS	60.5%	58.1%	66.2%	64.8%	67.3%	66.0%
NET LONG-TERM ASSETS TO ASSETS	19.7%	17.5%	27.0%	26.4%	25.4%	24.9%
REAL ESTATE LOANS TO LOANS	47.2%	45.5%	39.4%	39.0%	38.8%	38.3%
DELINQUENT LOANS TO LOANS	0.6%	0.8%	0.7%	0.8%	0.7%	0.8%
DELINQUENT RE LOANS (30+DAYS) TO LOANS	0.2%	0.3%	0.3%	0.4%	0.3%	0.3%
NET LOAN LOSSES TO AVERAGE LOANS	0.4%	1.3%	0.5%	0.6%	0.4%	0.5%
GROSS INCOME TO AVERAGE ASSETS	7.6%	7.2%	8.1%	7.9%	8.1%	8.0%
COST OF FUNDS TO AVERAGE ASSETS	2.9%	2.9%	3.3%	3.4%	3.4%	3.4%
NET OPERATING EXPENSES TO AVERAGE ASSETS	2.3%	2.2%	2.7%	2.7%	2.7%	2.7%
NET INCOME BEFORE RESERVES	1.5%	1.1%	1.2%	1.0%	1.0%	0.9%
EQUITY GROWTH	11.8%	8.2%	10.4%	6.6%	9.0%	6.5%
SHARE GROWTH	4.5%	5.5%	6.6%	5.2%	7.7%	5.0%
ASSET GROWTH	4.7%	6.3%	6.7%	5.0%	7.5%	5.8%
LOAN GROWTH	13.0%	11.2%	11.2%	10.7%	11.7%	10.5%
SIGNATURE LOAN GROWTH	-2.3%	0.4%	0.0%	4.1%	-3.7%	1.0%
AUTO LOAN GROWTH	17.5%	8.9%	16.2%	8.0%	15.0%	11.1%
1ST MORTGAGE LOAN GROWTH - FIXED RATE	103.2%	17.4%	6.1%	31.0%	7.5%	17.9%
1ST MORTGAGE LOAN GROWTH - ADJ. RATE	5.5%	24.4%	18.8%	10.8%	18.8%	9.6%
OTHER REAL ESTATE LOAN GROWTH	21.9%	9.4%	19.4%	9.6%	22.9%	12.4%
INVESTMENT GROWTH	-5.4%	-8.8%	4.3%	-23.4%	3.4%	-16.7%

	06/00	12/99	06/00	12/99	06/00	12/99
SELECT RATIOS		E		ON II	NAT	ION
CAPITAL TO ASSETS	11.2%	11.0%	11.9%	11.7%	11.7%	11.6%
NET CAPITAL	10.6%	10.4%	11.3%	11.1%	11.1%	11.0%
LOANS TO ASSETS	64.6%	63.2%	66.2%	64.8%	67.3%	66.0%
NET LONG-TERM ASSETS TO ASSETS	33.2%	33.0%	27.0%	26.4%	25.4%	24.9%
REAL ESTATE LOANS TO LOANS	43.0%	42.8%	39.4%	39.0%	38.8%	38.3%
DELINQUENT LOANS TO LOANS	1.2%	1.2%	0.7%	0.8%	0.7%	0.8%
DELINQUENT RE LOANS (30+ days) TO TOTAL LOANS	0.6%	0.6%	0.3%	0.4%	0.3%	0.3%
NET LOAN LOSSES TO AVERAGE LOANS	0.5%	0.6%	0.5%	0.6%	0.4%	0.5%
GROSS INCOME TO AVERAGE ASSETS	8.1%	8.3%	8.1%	7.9%	8.1%	8.0%
COST OF FUNDS TO AVERAGE ASSETS	3.5%	3.5%	3.3%	3.4%	3.4%	3.4%
NET OPERATING EXPENSES TO AVERAGE ASSETS	2.8%	2.8%	2.7%	2.7%	2.7%	2.7%
NET INCOME BEFORE RESERVES	1.0%	1.1%	1.2%	1.0%	1.0%	0.9%
EQUITY GROWTH	9.3%	4.7%	10.4%	6.6%	9.0%	6.5%
SHARE GROWTH	4.9%	8.1%	6.6%	5.2%	7.7%	5.0%
ASSET GROWTH	5.5%	7.9%	6.7%	5.0%	7.5%	5.8%
LOAN GROWTH	10.2%	9.2%	11.2%	10.7%	11.7%	10.5%
SIGNATURE LOAN GROWTH	-3.9%	7.7%	0.0%	4.1%	-3.7%	1.0%
AUTO LOAN GROWTH	11.9%	6.7%	16.2%	8.0%	15.0%	11.1%
1ST MORTGAGE LOAN GROWTH - FIXED-RATE	-14.1%	16.1%	6.1%	31.0%	7.5%	17.9%
1ST MORTGAGE LOAN GROWTH - ADJ. RATE	70.4%	9.5%	18.8%	10.8%	18.8%	9.6%
OTHER REAL ESTATE LOAN GROWTH	18.2%	15.5%	19.4%	9.6%	22.9%	12.4%
INVESTMENT GROWTH	-4.6%	2.7%	4.3%	-23.4%	3.4%	-16.7%

	06/00	12/99	06/00	12/99	06/00	12/99
SELECT RATIOS	M	D	REG	ON II	NAT	ION
CAPITAL TO ASSETS	11.2%	11.0%	11.9%	11.7%	11.7%	11.6%
NET CAPITAL	10.4%	10.2%	11.3%	11.1%	11.1%	11.0%
LOANS TO ASSETS	61.8%	60.9%	66.2%	64.8%	67.3%	66.0%
NET LONG-TERM ASSETS TO ASSETS	27.4%	27.9%	27.0%	26.4%	25.4%	24.9%
REAL ESTATE LOANS TO LOANS	37.5%	37.6%	39.4%	39.0%	38.8%	38.3%
DELINQUENT LOANS TO LOANS	0.6%	0.8%	0.7%	0.8%	0.7%	0.8%
DELINQUENT RE LOANS (30+ days) TO TOTAL LOANS	0.2%	0.4%	0.3%	0.4%	0.3%	0.3%
NET LOAN LOSSES TO AVERAGE LOANS	0.6%	0.7%	0.5%	0.6%	0.4%	0.5%
GROSS INCOME TO AVERAGE ASSETS	8.2%	8.1%	8.1%	7.9%	8.1%	8.0%
COST OF FUNDS TO AVERAGE ASSETS	3.2%	3.3%	3.3%	3.4%	3.4%	3.4%
NET OPERATING EXPENSES TO AVERAGE ASSETS	2.9%	2.9%	2.7%	2.7%	2.7%	2.7%
NET INCOME BEFORE RESERVES	1.1%	0.8%	1.2%	1.0%	1.0%	0.9%
EQUITY GROWTH	9.5%	4.4%	10.4%	6.6%	9.0%	6.5%
SHARE GROWTH	6.3%	3.9%	6.6%	5.2%	7.7%	5.0%
ASSET GROWTH	6.8%	4.2%	6.7%	5.0%	7.5%	5.8%
LOAN GROWTH	9.7%	6.6%	11.2%	10.7%	11.7%	10.5%
SIGNATURE LOAN GROWTH	-7.5%	-2.2%	0.0%	4.1%	-3.7%	1.0%
AUTO LOAN GROWTH	22.7%	11.3%	16.2%	8.0%	15.0%	11.1%
1ST MORTGAGE LOAN GROWTH - FIXED-RATE	3.3%	9.3%	6.1%	31.0%	7.5%	17.9%
1ST MORTGAGE LOAN GROWTH - ADJ. RATE	13.4%	9.4%	18.8%	10.8%	18.8%	9.6%
OTHER REAL ESTATE LOAN GROWTH	16.3%	7.6%	19.4%	9.6%	22.9%	12.4%
INVESTMENT GROWTH	8.4%	10.1%	4.3%	-23.4%	3.4%	-16.7%

	06/00	12/99	06/00	12/99	06/00	12/99
SELECT RATIOS	Λ	IJ	REG	ON II	NAT	ION
CAPITAL TO ASSETS	11.8%	11.7%	11.9%	11.7%	11.7%	11.6%
NET CAPITAL	11.2%	11.1%	11.3%	11.1%	11.1%	11.0%
LOANS TO ASSETS	56.7%	55.6%	66.2%	64.8%	67.3%	66.0%
NET LONG-TERM ASSETS TO ASSETS	29.6%	28.9%	27.0%	26.4%	25.4%	24.9%
REAL ESTATE LOANS TO LOANS	51.0%	49.7%	39.4%	39.0%	38.8%	38.3%
DELINQUENT LOANS TO LOANS	0.9%	0.9%	0.7%	0.8%	0.7%	0.8%
DELINQUENT RE LOANS (30+ days) TO TOTAL LOANS	0.4%	0.5%	0.3%	0.4%	0.3%	0.3%
NET LOAN LOSSES TO AVERAGE LOANS	0.4%	0.5%	0.5%	0.6%	0.4%	0.5%
GROSS INCOME TO AVERAGE ASSETS	7.7%	7.6%	8.1%	7.9%	8.1%	8.0%
COST OF FUNDS TO AVERAGE ASSETS	3.0%	3.1%	3.3%	3.4%	3.4%	3.4%
NET OPERATING EXPENSES TO AVERAGE ASSETS	3.0%	2.8%	2.7%	2.7%	2.7%	2.7%
NET INCOME BEFORE RESERVES	1.0%	1.0%	1.2%	1.0%	1.0%	0.9%
EQUITY GROWTH	8.2%	5.7%	10.4%	6.6%	9.0%	6.5%
SHARE GROWTH	5.0%	4.1%	6.6%	5.2%	7.7%	5.0%
ASSET GROWTH	5.9%	4.7%	6.7%	5.0%	7.5%	5.8%
LOAN GROWTH	9.8%	8.3%	11.2%	10.7%	11.7%	10.5%
SIGNATURE LOAN GROWTH	-7.5%	0.7%	0.0%	4.1%	-3.7%	1.0%
AUTO LOAN GROWTH	11.3%	-0.8%	16.2%	8.0%	15.0%	11.1%
1ST MORTGAGE LOAN GROWTH - FIXED-RATE	5.4%	24.0%	6.1%	31.0%	7.5%	17.9%
1ST MORTGAGE LOAN GROWTH - ADJ. RATE	27.9%	5.5%	18.8%	10.8%	18.8%	9.6%
OTHER REAL ESTATE LOAN GROWTH	20.0%	6.0%	19.4%	9.6%	22.9%	12.4%
INVESTMENT GROWTH	-4.2%	-12.4%	4.3%	-23.4%	3.4%	-16.7%

SELECT RATIOS	06/00 P	12/99 A		12/99 ON II	06/00 NAT	12/99 ION
CAPITAL TO ASSETS	11.9%	11.7%	11.9%	11.7%	11.7%	11.6%
NET CAPITAL	11.2%	11.0%	11.3%	11.1%	11.1%	11.0%
LOANS TO ASSETS	63.2%	62.4%	66.2%	64.8%	67.3%	66.0%
NET LONG-TERM ASSETS TO ASSETS	27.2%	26.4%	27.0%	26.4%	25.4%	24.9%
REAL ESTATE LOANS TO LOANS	38.9%	38.3%	39.4%	39.0%	38.8%	38.3%
DELINQUENT LOANS TO LOANS	0.9%	1.0%	0.7%	0.8%	0.7%	0.8%
DELINQUENT RE LOANS (30+ days) TO TOTAL LOANS	0.4%	0.5%	0.3%	0.4%	0.3%	0.3%
NET LOAN LOSSES TO AVERAGE LOANS	0.5%	0.5%	0.5%	0.6%	0.4%	0.5%
GROSS INCOME TO AVERAGE ASSETS	7.9%	7.8%	8.1%	7.9%	8.1%	8.0%
COST OF FUNDS TO AVERAGE ASSETS	3.3%	3.3%	3.3%	3.4%	3.4%	3.4%
NET OPERATING EXPENSES TO AVERAGE ASSETS	2.9%	2.8%	2.7%	2.7%	2.7%	2.7%
NET INCOME BEFORE RESERVES	1.1%	0.9%	1.2%	1.0%	1.0%	0.9%
EQUITY GROWTH	9.3%	5.9%	10.4%	6.6%	9.0%	6.5%
SHARE GROWTH	6.7%	4.9%	6.6%	5.2%	7.7%	5.0%
ASSET GROWTH	6.1%	5.5%	6.7%	5.0%	7.5%	5.8%
LOAN GROWTH	8.8%	6.9%	11.2%	10.7%	11.7%	10.5%
SIGNATURE LOAN GROWTH	-8.5%	1.3%	0.0%	4.1%	-3.7%	1.0%
AUTO LOAN GROWTH	14.2%	7.0%	16.2%	8.0%	15.0%	11.1%
1ST MORTGAGE LOAN GROWTH - FIXED-RATE	10.0%	21.6%	6.1%	31.0%	7.5%	17.9%
1ST MORTGAGE LOAN GROWTH - ADJ. RATE	22.0%	-11.6%	18.8%	10.8%	18.8%	9.6%
OTHER REAL ESTATE LOAN GROWTH	12.1%	8.9%	19.4%	9.6%	22.9%	12.4%
INVESTMENT GROWTH	9.6%	-14.8%	4.3%	-23.4%	3.4%	-16.7%

	06/00	12/99	06/00	12/99	06/00	12/99
SELECT RATIOS	V	Ά	REG	ON II	NAT	ION
CAPITAL TO ASSETS	12.1%	11.8%	11.9%	11.7%	11.7%	11.6%
NET CAPITAL	11.5%	11.2%	11.3%	11.1%	11.1%	11.0%
LOANS TO ASSETS	73.0%	71.1%	66.2%	64.8%	67.3%	66.0%
NET LONG-TERM ASSETS TO ASSETS	26.7%	26.2%	27.0%	26.4%	25.4%	24.9%
REAL ESTATE LOANS TO LOANS	36.9%	36.9%	39.4%	39.0%	38.8%	38.3%
DELINQUENT LOANS TO LOANS	0.5%	0.6%	0.7%	0.8%	0.7%	0.8%
DELINQUENT RE LOANS (30+ days) TO TOTAL LOANS	0.3%	0.3%	0.3%	0.4%	0.3%	0.3%
NET LOAN LOSSES TO AVERAGE LOANS	0.5%	0.5%	0.5%	0.6%	0.4%	0.5%
GROSS INCOME TO AVERAGE ASSETS	8.3%	8.1%	8.1%	7.9%	8.1%	8.0%
COST OF FUNDS TO AVERAGE ASSETS	3.6%	3.6%	3.3%	3.4%	3.4%	3.4%
NET OPERATING EXPENSES TO AVERAGE ASSETS	2.6%	2.7%	2.7%	2.7%	2.7%	2.7%
NET INCOME BEFORE RESERVES	1.3%	1.0%	1.2%	1.0%	1.0%	0.9%
EQUITY GROWTH	11.6%	7.9%	10.4%	6.6%	9.0%	6.5%
SHARE GROWTH	7.3%	5.9%	6.6%	5.2%	7.7%	5.0%
ASSET GROWTH	7.5%	4.7%	6.7%	5.0%	7.5%	5.8%
LOAN GROWTH	12.9%	14.8%	11.2%	10.7%	11.7%	10.5%
SIGNATURE LOAN GROWTH	8.1%	8.6%	0.0%	4.1%	-3.7%	1.0%
AUTO LOAN GROWTH	15.8%	9.0%	16.2%	8.0%	15.0%	11.1%
1ST MORTGAGE LOAN GROWTH - FIXED-RATE	3.3%	46.4%	6.1%	31.0%	7.5%	17.9%
1ST MORTGAGE LOAN GROWTH - ADJ. RATE	17.7%	12.4%	18.8%	10.8%	18.8%	9.6%
OTHER REAL ESTATE LOAN GROWTH	27.3%	11.8%	19.4%	9.6%	22.9%	12.4%
INVESTMENT GROWTH	3.5%	-46.9%	4.3%	-23.4%	3.4%	-16.7%